



New Mexico District Newsletter

Information for the Small Business Community
October, 2007

"SBA – Your Small Business Resource"

U. S. Small Business Administration

New Mexico District Office
625 Silver Avenue, SW, Suite 320
Albuquerque, New Mexico 87102
(505) 248-8225
(505) 248-8246 (Fax)
www.sba.gov/nm

New Mexico District Office Staff:



John C. Woosley, District Director
(505) 248-8238

Edward J. Cadena, Deputy District Director
(505) 248-8237

Marta Nesbitt, District Counsel
(505) 248-823

Susan Chavez, Assistant District Director
for Entrepreneurial Development
(505) 248-8236

Frances Padilla, Lender Relations Specialist
(505) 248-8242

Alice Mora, Administrative Officer/Business
Development Specialist
(505) 248-8234

Geraldine Garcia, Assistant District Director
for 8(a)/Business Development
(505) 248-8233

Irene Farmer, Business Development Spec.
(505) 248-8228

Mary Drobot, Business Development Spec.
(505) 248-8229

SBA Home Page: www.sba.gov

SBA Administrator Steven C. Preston

Visits New Mexico

*Met with Service Disabled Veteran, Veteran Owned, and
Minority Owned Small Businesses, Resource Partners and Lenders*

U. S. Small Business Administration Administrator Steven C. Preston visited Albuquerque the 29th and 30th of August to participate as the Keynote Speaker at the Third Annual Service Disabled and Veterans' Small Business Conference that was cosponsored by the New Mexico District of the SBA, the New Mexico Department of Veterans' Services and the New Mexico Small Business Development Centers.

Mr. Preston attended a reception on the evening of the 29th cosponsored by the Albuquerque Hispano Chamber of Commerce and other local companies and organizations. In his remarks at that event, the Administrator reiterated the Agency's commitment to minority business and explained recent changes in small business contracting rules as they apply to Federal Agencies and Prime Contractors and the actions he has taken within the Agency to clean up the roles of small businesses and, as Mr. Preston stated, "make sure that small businesses are, indeed, the ones getting small business contracts."

Mayor Martin Chavez declared August 29th "Steven C. Preston" day and an official City of Albuquerque Proclamation to that effect was presented to Mr. Preston.

On the morning of August 30, Mr. Preston met with approximately 30 lenders and other members of the New Mexico Small Business finance community in the Board Room of the Hispano Chamber. The crowd included SBA lenders, Women Business Center, SBDC and Microlender representatives, other community partners and NM District Office Staff.



He made sure all present were fully aware of the Patriot Express Loan Initiative SBA rolled out this summer to help our returning warriors and other current and former military members and even spouses of those who are eligible and widowed spouses of military members. He went on to emphasize his and SBA's commitment to provide financing assistance to underserved communities and rural areas, both targets that are broadly applicable to New Mexico. - *Continued on page 3*

SBA Announces New Patriot Express Loan Initiative

Program Focuses on Military Community Including Veterans, Service-disabled, Active-duty in transition, Reserve and Guard, Spouses and Related Group

In June the SBA announced the new Patriot Express Pilot Loan as the latest extension to the financial, procurement, and technical assistance programs the agency provides to the military community. Patriot Express is a streamlined loan product based on SBA's highly successful SBA Express Program, but with enhanced guarantee and interest rate characteristics.

"With military activations and extensions having a profound impact on entrepreneurs in the military community, SBA is committed to helping America's service men and women during the continuing War on Terror," SBA Administrator Steven Preston said. "We believe that Patriot Express, supported by SBA's other services, goes directly to the needs of these American Patriots who wish to start businesses, and in the process encourages job creation and growth, an essential part of the President's economic agenda."

"SBA thanks the Presidential Task Force on Returning Global War on Terror Heroes for its guidance and hard work and Veterans Affairs Secretary Jim Nicholson for his devoted leadership," Preston added.

Patriot Express is available to military community members including veterans, service-disabled veterans, active-duty service members participating in the military's Transition Assistance Program, Reservists and National Guard members, current spouses of any of the above, and the widowed spouse of a service member or veteran who died during service, or of a service-connected disability. The new Patriot Express Loan is offered by SBA's network of participating lenders nationwide and features SBA's fastest turnaround time for loan approvals.

Loans are available up to \$500,000 and qualify for SBA's maximum guaranty of up to 85 percent for loans of \$150,000 or less and up to 75 percent for loans over \$150,000 up to \$500,000. For loans above \$350,000, lenders are required to take all available collateral.

The Patriot Express Loan can be used for most business purposes, including start-up, expansion, equipment purchases, working capital, inventory or business-occupied real-estate purchases. Patriot Express Loans feature SBA's lowest interest rates for business loans, generally 2.25 percent to 4.75 percent over prime depending upon the size and maturity of the loan. Local SBA district offices will have a listing of Patriot Express lenders in their areas. Details on the initiative can be found at www.sba.gov/patriotexpress SBA provides programs and services for veterans and members of the military community wanting to establish or expand small businesses.

For those who are already small business owners and who expect call-up, the SBA and its resource partners have expertise to assist with preparing their businesses before deployment, managing their businesses, selling goods and services to the government, obtaining other SBA financing and financial assistance, and obtaining loans for economic injury – Military Reserve Economic Injury Disaster Loans (MREIDL) – Loans of up to \$1.5 million are available for small businesses sustaining economic injury because an owner or essential employee has been called to active duty as a military reservist.

"More than 14 percent of businesses in America are owned by veterans, and SBA is proud that we guarantee more than \$1 billion annually in loans for veteran-owned businesses," Administrator Preston said. "Veteran-owned businesses make significant contributions to the economy and because of the unique technical and leadership skills they acquire through military service, they can become

successful entrepreneurs. As we celebrate Flag Day we remember our military community and their patriotism on behalf of our grateful nation."



RESOURCES

John M. Garcia
Cabinet Secretary
NM Department of Veterans Services
P.O. Box 2324
Santa Fe, New Mexico 87504
(505) 827-6300 – (505) 827-6372 (Fax)
866-433-8287 (Toll Free)
Website: www.state.nm.us/veterans
NM Veteran Service Officers located throughout the State

Roy Miller, State Director
NM Small Business Development
Center Network
6401 Richards Avenue
Santa Fe, New Mexico 87508
1-800-281-7232
Website: www.nmsbdc.org
19 Service Centers located through the State

Albuquerque SCORE Chapter #67
625 Silver Avenue, SW, Suite 125
Albuquerque, New Mexico 87102
(505) 248-8232 – www.abqscore.org

Las Cruces SCORE Chapter #397
Loretto Towne Center
505 S. Main Street, Suite 125
Las Cruces, New Mexico 88001
(505) 523-5627
www.zianet.com/score.397

Santa Fe SCORE Chapter #373
Montoya Federal Bldg., Room 207
120 S. Federal Place
Santa Fe, New Mexico 87501
(505) 988-6302
www.santafescore.org

RESOURCES – continued

WESST Corp
Six locations (Albuquerque, Gallup,
Las Cruces, Rio Rancho, Roswell
and Santa Fe)
1-800-GO-WESST
www.wesst.org

ACCION NM
(505) 243-8844
www.accionnm.org

The Loan Fund
(505) 243-3196
www.theloanfund.org

NM SBA District Office
(505) 248-8225
www.sba.gov/nm

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Administrator's Visit to NM*



SBA SEEKS SMALL BUSINESS NOMINATIONS FOR YEAR 2008

*"Help us recognize outstanding leaders
in the small business community."*

The SBA is seeking nominations for the "2008 National Small Business Week Awards." Nominations are being accepted for the Small Business Person of the Year, Financial Services Champion, Home-Based Business Champion, Minority Small Business Champion, Small Business Journalist of the Year, Veteran Small Business Champion, Women in Business Champion, Entrepreneur Success of the Year, Small Business Exporter of the Year, Small Business Development Center of the Year, Phoenix Awards (for disaster recovery), and Federal Procurement Awards.

DEADLINE FOR SUBMISSION IS NOVEMBER 23, 2007.

Please call Susan Chavez at the NM SBA Office to obtain a copy of the 2008 Nomination Guidelines and forms at (505) 248-8236 or (505) 248-8225.

The nominations packet(s) are to be submitted to:

**NM SBA District Office
625 Silver Avenue, SW, Suite 320
Albuquerque, NM 87102**

State winners go on to compete at the Regional level. Regional winners go on to compete at the National level. (State winner of the Small Business Person of the Year category competes at the National level.) All state winners are honored and recognized at the **New Mexico Annual Small Business Week Awards Celebration luncheon to be held in Spring 2008.**

National winners are honored at events held in Washington, D.C. during "National Small Business Week."



NOMINATE

Outstanding Leaders in the Small Business Community!!

**Submit your nominations
in NOW!**

ALBUQUERQUE SCORE CHAPTER WORKSHOPS

Held 3rd Friday of the Month
8:30 am – 4:00 pm
(October 19, 2007 – workshop will be
held in Rio Rancho; November 16,
2007; No workshop in December, and
January 18, 2008)

"Essentials for Starting
a New Business"
@

SBA Conference Room, Suite 320
625 Silver Avenue, SW
Albuquerque, NM 87102

A one day workshop for entrepreneurs and new business owners. Learn business basics from outstanding professionals. All are experts in a variety of business fields who will share their professional knowledge and experience.

**Telephone Reservations:
(505) 248-8232
Fee: \$55 – Pay at the door.**

*Be curious always!
For knowledge will not acquire you;
you must acquire it.
-Sudie Back*



In his keynote speech at the Service Disabled Veterans' Conference, Mr. Preston spoke at length about SBA services for the nation's veteran and active military forces, including Patriot Express and SBA's participation in contracting opportunities. He stated, "Veterans are great small business owners. They've gotten terrific training, they are disciplined, and they understand what it is to sacrifice to achieve a goal" and accentuated SBA's dedication to the small business success of our heroes as they transition from defending the country to their own business building that makes our economy strong. His remarks were heard by approximately 300 conference attendees, in which the majority of these attendees were veteran and service disabled veteran small business owners.

**NEW SBA E-APPLICATION
PROCESS HELPS
SMALL AND EMERGING
BUSINESSES GAIN QUICK
ACCESS TO BONDS**

The SBA is making it easier for small businesses to obtain surety bonds by offering a new, fast and easy online electronic application process on the agency's popular Web site.

Small construction, service and supply companies that need bonding can now apply for SBA surety bond guarantee assistance online on the SBA Web site 24 hours a day, seven days a week. The Surety Bond Guarantee (SBG) Program may help you obtain the bonds you need to bid or perform public and private contracts.

Under the program, the SBA works with participating surety companies to provide bid, payment, and performance bonds on contracts up to \$2 million in value for small contractors by guaranteeing a percentage of losses sustained in the event of a default. Corporate surety bonds protect the project owner against financial loss, and in the case of public construction projects, protect taxpayer dollars if the contractor defaults.

The new Surety Bond Guarantee E-application System, or E-app system, allows small businesses to quickly and easily submit their application for bonding assistance with surety companies that are registered to use the process. To learn more about the Surety Bond Guarantee (SBG) program and to access the E-app system click on <http://www.sba.gov/eapplication>.

Small businesses and surety companies participating in the SBA prior approval program will be able to transmit application forms electronically to help expedite review and approval processes. The new online e-application capability, coupled with recent rule changes, is combining to make bonding more available to small and emerging businesses, and enabling them to

to access these necessary bonds more quickly.

"Streamlined rules for small businesses and for surety companies alike, along with quick and easy online access, will make it easier for small and emerging contractors to gain access to surety bonds so they can bid on public construction projects," said SBA Administrator Steve Preston. "These changes will support small businesses nationwide, particularly construction contractors in the devastated Gulf Coast region and other disaster stricken areas around the U.S."

SBA assistance in locating a participating surety company or agent and completing application forms is available online. For more information on SBA's Surety Bond Guarantee Program, go online to <http://www.sba.gov/osg/> for a list of area office contacts and SBA offices near your business or call 1-800-U ASK SBA.

*Always bear in mind that your own
resolution to succeed is more important
than any other thing.*
- Abraham Lincoln

**MED WEEK CELEBRATION
SCHEDULED FOR
OCTOBER 5, 2007**

The New Mexico SBA Minority Enterprise MED Week Award Winners will be honored at the *New Mexico MED Week Awards Celebration luncheon* on Friday, October 5, 2007 at the Hotel Albuquerque located at 800 Rio Grande Blvd. NW from 11:30 am to 1:30 pm.

The SBA award winners that will be honored at this event are the *SBA Region VI and New Mexico Minority Small Business Person of the Year*, Donn Weise, General Manager of Tsay Construction & Services, LLC, located in San Juan Pueblo, NM and *New Mexico 8(a) Graduate of the Year*, Sammy Martinez, President & CEO of Samcon, Inc., located in Albuquerque, NM.

The two companies together with the U.S. Department of Commerce, Minority Business Development Agency (MBDA) awardees will be honored at the MED Week event. Awardees include the following:

SBA Region VI & NM Minority Small Business Person of the Year:

Donn Weise, General Mgr. of Tsay Construction & Services, LLC;

SBA NM 8(a) Graduate of the Year:
Sammy Martinez, President & CEO of Samcon, Inc.

MBDA 2007 Construction Firm:

Qeston Construction, Inc.

MBDA 2007 Technology Firm:

Team Specialty Products Corp

MBDA 2007 Service Firm:

Native Resources Development Company, Inc.

MBDA 2007 Manufacturer:

P&M Signs, Inc./P&M Plastics, Inc.

MBDA Minority Business Advocates:

SBA Region VI Administrator

Joseph O. Montes, and

NM SBA Assist. District Director for 8(a)/Business Development, Geraldine Garcia, and the

Legacy Award for Lifetime Achievement:

Sparkle Maintenance, Inc.

For further information contact (505) 843-7114.

**SBA 8(a) Business Application
Workshop Held Every
1st Thursday of the Month**

October 4, 2007
November 1, 2007
December 6, 2007

1:00 pm – 3:00 pm
SBA Conference Room
625 Silver Avenue, SW, Suite 320
Albuquerque, NM

**For Information &
Reservations call:
(505) 248-8228 or (505) 248-8225
Workshop is Fee.**